



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell
1010 Wisconsin Ave
Suite 800
Washington, DC 20007

CONTRACT

| | | |
|--|---|--|
| <u>Contract / Revision</u> 1858711 / | | <u>Alt Order #</u> 08870837 |
| <u>Product</u> HIGHWAY 31 | | |
| <u>Contract Dates</u> 11/30/17 - 12/12/17 | | <u>Estimate #</u> 6109 |
| <u>Advertiser</u> ISS/Highway 31 | | <u>Original Date / Revision</u> 12/07/17 / 12/07/17 |
| <u>Billing Cycle</u> EOM/EOC | <u>Billing Calendar</u> Broadcast | <u>Cash/Trade</u> Cash |
| <u>Property</u> WSFA | <u>Account Executive</u> Ryan Eddins | <u>Sales Office</u> HRP-Washingto |
| <u>Special Handling</u> | | |
| <u>Demographic</u> Adults 35+ | | |
| <u>Agency Code</u> | <u>Advertiser Code</u> 361 | <u>Product 1/2</u> 385 |
| <u>Agency Ref</u> | | <u>Advertiser Ref</u> |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|-------|------|-------------------|-----------------|---------------------------|----------------|------|--------|-------------------|-------------|------|-------|----------|
| 1 | WSFA | 12/03/17 | 12/10/17 | WSFA News Sunday AM | 9-930a | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | | | | 1 | \$75.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$75.00 | | | |
| 2 | WSFA | 11/30/17 | 12/01/17 | NBC Today 2 | 9-10am | | :30 | | | NM | 2 | \$500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 2 | \$250.00 | | | |
| 3 | WSFA | 11/30/17 | 12/01/17 | NBC Today with Kathie Lee | 10-11am | | :30 | | | NM | 2 | \$500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 2 | \$250.00 | | | |
| 4 | WSFA | 11/30/17 | 12/01/17 | ALABAMA LIVE @ 11A | 11-1130Am | | :30 | | | NM | 3 | \$225.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$75.00 | | | |
| 5 | WSFA | 11/30/17 | 12/01/17 | ALABAMA LIVE @ 1130AM | 1130A-12P | | :30 | | | NM | 3 | \$225.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$75.00 | | | |
| 6 | WSFA | 11/30/17 | 12/01/17 | WSFA 12 News at Noon | 12-1230pm | | :30 | | | NM | 3 | \$750.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$250.00 | | | |
| 7 | WSFA | 11/30/17 | 12/01/17 | NET Days of Our Lives | 1230-130p | | :30 | | | NM | 1 | \$350.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 1 | \$350.00 | | | |
| 8 | WSFA | 11/30/17 | 12/01/17 | RIGHT THIS MINUTES | 130-2p | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 2 | \$75.00 | | | |
| 10 | WSFA | 11/30/17 | 12/01/17 | JUDGE JUDY 2ND RUN | 3-330p | | :30 | | | NM | 3 | \$405.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$135.00 | | | |
| 11 | WSFA | 11/30/17 | 12/01/17 | Today in Alabama 430am | 430-5a | | :30 | | | NM | 2 | \$50.00 |

(* Line Transactions: N = New, E = Edited, D = Deleted)

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| Contract / Revision | Alt Order # |
|---------------------|-------------|
| 1858711 / | 08870837 |

| Contract Dates | Product | Estimate # |
|---------------------|------------|------------|
| 11/30/17 - 12/12/17 | HIGHWAY 31 | 6109 |

| Advertiser | Original Date / Revision |
|----------------|--------------------------|
| ISS/Highway 31 | 12/07/17 / 12/07/17 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|-------|-------------|-------------------|-------------------|---------------------------|-----------------------|-----------------|---------------|-------------------|---------------------|-------------|-------|------------|
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 2 | \$25.00 | | | |
| 12 | WSFA | 11/30/17 | 12/01/17 | JUDGE JUDY 1ST RUN | 330-4p | | :30 | | | NM | 3 | \$405.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$135.00 | | | |
| 13 | WSFA | 11/30/17 | 12/01/17 | WSFA 12 NEWS AT 4PM | M-F 4-430P | | :30 | | | NM | 3 | \$405.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$135.00 | | | |
| 14 | WSFA | 11/30/17 | 12/01/17 | WSFA 12 NEWS AT 4PM | M-F 430-5P | | :30 | | | NM | 3 | \$525.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$175.00 | | | |
| 15 | WSFA | 11/30/17 | 12/01/17 | WSFA 12 News at Five | 5-530pm | | :30 | | | NM | 4 | \$1,700.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 4 | \$425.00 | | | |
| 16 | WSFA | 11/30/17 | 12/01/17 | WSFA 12 News at Six - MF | 6-630pm | | :30 | | | NM | 4 | \$3,200.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 4 | \$800.00 | | | |
| 17 | WSFA | 12/02/17 | 12/09/17 | WSFA 12 News at Six-Sat | Sa 6-7pm | | :30 | | | NM | 2 | \$400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1- | | | | 1 | \$200.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1- | | | | 1 | \$200.00 | | | |
| 18 | WSFA | 12/03/17 | 12/10/17 | WSFA 12 News at Five-Sun | Su 5-530p | | :30 | | | NM | 2 | \$450.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | | | | 1 | \$225.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$225.00 | | | |
| 19 | WSFA | 11/30/17 | 12/01/17 | ENTERTAINMENT TONIGHT | 1630-7p | | :30 | | | NM | 2 | \$700.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$350.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 11/27/17-12/03/17 | ENTERTAINMENT TONIGHT | 1630-7p | ----ThF---- | :30 | | \$350.00 | NM | | |
| | Credited | | | | | | | | | | | |
| 20 | WSFA | 11/30/17 | 12/01/17 | WSFA 12 News at Ten - MF | 10-1035pm | | :30 | | | NM | 2 | \$1,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 4 | \$500.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 11/27/17-12/03/17 | WSFA 12 News at Ten - MF | 10-1035pm | ----ThF---- | :30 | | \$500.00 | NM | | |
| | Credited | | | | | | | | | | | |
| | 3 | WSFA | 11/27/17-12/03/17 | WSFA 12 News at Ten - MF | 10-1035pm | ----ThF---- | :30 | | \$500.00 | NM | | |
| | Credited | | | | | | | | | | | |
| 21 | WSFA | 12/02/17 | 12/09/17 | WSFA 12 News at Ten - Sat | 10-1030pm | | :30 | | | NM | 2 | \$700.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1- | | | | 1 | \$350.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1- | | | | 1 | \$350.00 | | | |
| 22 | WSFA | 11/30/17 | 12/01/17 | Today in Alabama 5am | 5-530a | | :30 | | | NM | 3 | \$600.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$200.00 | | | |
| 23 | WSFA | 12/03/17 | 12/10/17 | WSFA 12 News at Ten - Sun | 10-1030pm | | :30 | | | NM | 0 | \$0.00 |

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| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|----------|-------------|-------------------|-------------------|-------------------------------------|-----------------------|-----------------|---------------|-------------------|-----------------------|-------------|-------|------------|
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | | | | 1 | \$225.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 11/27/17-12/03/17 | WSFA 12 News at Ten - Sun 10-1030pm | 1030p-11P | -----Su | :30 | | \$225.00 | NM | | |
| Credited | | | | | | | | | | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$225.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 2 | WSFA | 12/04/17-12/10/17 | WSFA 12 News at Ten - Sun 10-1030pm | 1030p-11P | -----Su | :30 | | \$225.00 | NM | | |
| Credited | | | | | | | | | | | | |
| 24 | WSFA | 12/03/17 | 12/10/17 | Late News | 1030p-11P | | :30 | | | NM | 2 | \$450.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | | | | 1 | \$225.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$225.00 | | | |
| 25 | WSFA | 11/30/17 | 12/01/17 | Tonight Show | 1035-1137pm | | :30 | | | NM | 2 | \$400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$200.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 11/27/17-12/03/17 | Tonight Show | 1035-1137pm | ----ThF---- | :30 | | \$200.00 | NM | | |
| Credited | | | | | | | | | | | | |
| 26 | WSFA | 11/30/17 | 12/01/17 | Late Night w/ Seth Meyers | 1137p-1237x | | :30 | | | NM | 1 | \$50.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 3 | \$50.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 11/27/17-12/03/17 | Late Night w/ Seth Meyers | 1137p-1237x | ----ThF---- | :30 | | \$50.00 | NM | | |
| Credited | | | | | | | | | | | | |
| | 3 | WSFA | 11/27/17-12/03/17 | Late Night w/ Seth Meyers | 1137p-1237x | ----ThF---- | :30 | | \$50.00 | NM | | |
| Credited | | | | | | | | | | | | |
| 27 | WSFA | 12/02/17 | 12/09/17 | NET Saturday Night Live | 1030p-1203x | | :30 | | | NM | 2 | \$400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1- | | | | 1 | \$200.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1- | | | | 1 | \$200.00 | | | |
| 28 | WSFA | 12/04/17 | 12/11/17 | the voice | 7-9pm | | :30 | | | NM | 2 | \$3,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | 1----- | | | | 1 | \$1,500.00 | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$1,500.00 | | | |
| 29 | WSFA | 12/05/17 | 12/12/17 | This is Us | 8-9pm | | :30 | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -1----- | | | | 1 | \$5,000.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 12/04/17-12/10/17 | This is Us | 8-9pm | -Tu----- | :30 | | \$5,000.00 | NM | | |
| Credited | | | | | | | | | | | | |
| Week: | | 12/11/17 | 12/17/17 | ----- | | | | 0 | \$0.00 | | | |
| 30 | WSFA | 12/05/17 | 12/12/17 | Chicago med | 9-10pm | | :30 | | | NM | 1 | \$800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -1----- | | | | 1 | \$800.00 | | | |
| Week: | | 12/11/17 | 12/17/17 | -1----- | | | | 1 | \$800.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 2 | WSFA | 12/11/17-12/17/17 | Chicago med | 9-10pm | -Tu----- | :30 | | \$800.00 | NM | | |
| Credited | | | | | | | | | | | | |

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|-------|-------------|-------------------|-------------------|------------------------------|-----------------------|-----------------|---------------|-------------|-----------------------|-------------|-------|------------|
| 31 | WSFA | 12/06/17 | 12/06/17 | the blacklist | 658-8pm | | :30 | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 12/04/17 | 12/10/17 | --1---- | 1 | | | \$600.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 12/04/17-12/10/17 | the blacklist | 658-8pm | ---W----- | :30 | | \$600.00 | NM | | |
| | | | | Credited | | | | | | | | |
| 32 | WSFA | 12/06/17 | 12/06/17 | LAW & ORDER:SVU | 8-9pm | | :30 | | | NM | 1 | \$600.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 12/04/17 | 12/10/17 | --1---- | 1 | | | \$600.00 | | | | |
| 33 | WSFA | 11/30/17 | 12/01/17 | Today in Alabama 530a | 528am-6am | | :30 | | | NM | 3 | \$750.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | 3 | | | \$250.00 | | | | |
| 34 | WSFA | 12/06/17 | 12/06/17 | CHICAGO PD | 9-10pm | | :30 | | | NM | 1 | \$800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 12/04/17 | 12/10/17 | --1---- | 1 | | | \$800.00 | | | | |
| 35 | WSFA | 12/01/17 | 12/08/17 | BLINDSPOT | 658-8pm | | :30 | | | NM | 1 | \$1,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 11/27/17 | 12/03/17 | ----1-- | 1 | | | \$1,000.00 | | | | |
| Week: | | 12/04/17 | 12/10/17 | ----1-- | 1 | | | \$1,000.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 2 | WSFA | 12/04/17-12/10/17 | BLINDSPOT | 658-8pm | -----F---- | :30 | | \$1,000.00 | NM | | |
| | | | | Credited | | | | | | | | |
| 36 | WSFA | 12/01/17 | 12/08/17 | DATELINE NBC | 810pm | | :30 | | | NM | 1 | \$515.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 11/27/17 | 12/03/17 | ----1-- | 1 | | | \$515.00 | | | | |
| Week: | | 12/04/17 | 12/10/17 | ----1-- | 1 | | | \$515.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 2 | WSFA | 12/04/17-12/10/17 | DATELINE NBC | 810pm | -----F---- | :30 | | \$515.00 | NM | | |
| | | | | Credited | | | | | | | | |
| E 37 | WSFA | 12/02/17 | 12/09/17 | DATELINE SAT NIGHT MUY9-10PM | | | :30 | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1- | 1 | | | \$300.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 11/27/17-12/03/17 | DATELINE SAT NIGHT MUY9-10PM | | -----Sa-- | :30 | | \$300.00 | NM | | |
| | | | | Credited | | | | | | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1- | 1 | | | \$300.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 2 | WSFA | 12/04/17-12/10/17 | DATELINE SAT NIGHT MUY9-10PM | | -----Sa-- | :30 | | \$300.00 | NM | | |
| | | | | Credited | | | | | | | | |
| 38 | WSFA | 11/30/17 | 11/30/17 | NET NFL Thursday Game | 720-1030p | | :30 | | | NM | 1 | \$1,125.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 11/27/17 | 12/03/17 | ---1--- | 1 | | | \$1,125.00 | | | | |
| 39 | WSFA | 12/07/17 | 12/07/17 | NET NFL Thursday Game | 720-1030p | | :30 | | | NM | 1 | \$2,500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 12/04/17 | 12/10/17 | ---1--- | 1 | | | \$2,500.00 | | | | |
| 40 | WSFA | 12/03/17 | 12/03/17 | NFL Football | Sun 730P-1030P | | :30 | | | NM | 1 | \$1,125.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | 1 | | | \$1,125.00 | | | | |

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

| | | |
|--|------------------------------|--|
| <u>Contract / Revision</u> 1858711 / | | <u>Alt Order #</u> 08870837 |
| <u>Contract Dates</u> 11/30/17 - 12/12/17 | <u>Product</u> HIGHWAY 31 | <u>Estimate #</u> 6109 |
| <u>Advertiser</u> ISS/Highway 31 | | <u>Original Date / Revision</u> 12/07/17 / 12/07/17 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|-------|------|-------------------|-----------------|---------------------------|----------------|------|--------|-------------------|-------------|------|-------|------------|
| 41 | WSFA | 12/10/17 | 12/10/17 | NFL Football | Sun 730P-1030P | | :30 | | | NM | 1 | \$1,125.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$1,125.00 | | | |
| 42 | WSFA | 11/30/17 | 12/01/17 | Today In Alabama | 6a-7a | | :30 | | | NM | 5 | \$1,750.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 5 | \$350.00 | | | |
| 43 | WSFA | 11/30/17 | 12/01/17 | NBC Today Show | 7-9am | | :30 | | | NM | 5 | \$1,300.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 5 | \$260.00 | | | |
| 44 | WSFA | 12/02/17 | 12/09/17 | NBC Saturday Today Show | 6-8am | | :30 | | | NM | 2 | \$230.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1- | | | | 1 | \$115.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1- | | | | 1 | \$115.00 | | | |
| 45 | WSFA | 12/03/17 | 12/10/17 | NET NBC Sunday Today Shc | 7-8a | | :30 | | | NM | 2 | \$250.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | | | | 1 | \$125.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$125.00 | | | |
| 46 | WSFA | 12/03/17 | 12/10/17 | NET NBC Meet The Press | 8-9a | | :30 | | | NM | 2 | \$450.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----1 | | | | 1 | \$225.00 | | | |
| Week: | | 12/04/17 | 12/10/17 | -----1 | | | | 1 | \$225.00 | | | |
| 48 | WSFA | 12/04/17 | 12/08/17 | NBC Today 2 | 9-10am | | :30 | | | NM | 1 | \$250.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 1 | \$250.00 | | | |
| 49 | WSFA | 12/04/17 | 12/08/17 | NBC Today with Kathie Lee | 10-11am | | :30 | | | NM | 1 | \$250.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 1 | \$250.00 | | | |
| 50 | WSFA | 12/04/17 | 12/08/17 | ALABAMA LIVE @ 11A | 11-1130Am | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$75.00 | | | |
| 51 | WSFA | 12/04/17 | 12/08/17 | ALABAMA LIVE @ 1130AM | 1130A-12P | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$75.00 | | | |
| 52 | WSFA | 12/04/17 | 12/08/17 | WSFA 12 News at Noon | 12-1230pm | | :30 | | | NM | 2 | \$500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$250.00 | | | |
| 53 | WSFA | 12/04/17 | 12/08/17 | NET Days of Our Lives | 1230-130p | | :30 | | | NM | 1 | \$350.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MT----- | | | | 1 | \$350.00 | | | |
| 54 | WSFA | 12/04/17 | 12/08/17 | RIGHT THIS MINUTES | 130-2p | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MT----- | | | | 2 | \$75.00 | | | |
| 55 | WSFA | 12/04/17 | 12/08/17 | HARRY | 2-3p | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MT----- | | | | 2 | \$75.00 | | | |
| 56 | WSFA | 12/04/17 | 12/08/17 | JUDGE JUDY 2ND RUN | 3-330p | | :30 | | | NM | 3 | \$405.00 |

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| | | |
|--|------------------------------|--|
| <u>Contract / Revision</u> 18587,11 / | | <u>Alt Order #</u> 08870837 |
| <u>Contract Dates</u> 11/30/17 - 12/12/17 | <u>Product</u> HIGHWAY 31 | <u>Estimate #</u> 6109 |
| <u>Advertiser</u> ISS/Highway 31 | | <u>Original Date / Revision</u> 12/07/17 / 12/07/17 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|-------|------|-------------------|-----------------|---------------------------|----------------|------|--------|-------------------|-------------|------|-------|------------|
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTW---- | | | | 3 | \$135.00 | | | |
| 57 | WSFA | 12/04/17 | 12/08/17 | Today in Alabama 430am | 430-5a | | :30 | | | NM | 2 | \$50.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$25.00 | | | |
| 58 | WSFA | 12/04/17 | 12/08/17 | JUDGE JUDY 1ST RUN | 330-4p | | :30 | | | NM | 3 | \$405.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 3 | \$135.00 | | | |
| 59 | WSFA | 12/04/17 | 12/08/17 | WSFA 12 NEWS AT 4PM | M-F 4-430P | | :30 | | | NM | 3 | \$405.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 3 | \$135.00 | | | |
| 60 | WSFA | 12/04/17 | 12/08/17 | WSFA 12 NEWS AT 4PM | M-F 430-5P | | :30 | | | NM | 3 | \$525.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTW---- | | | | 3 | \$175.00 | | | |
| 61 | WSFA | 12/04/17 | 12/08/17 | WSFA 12 News at Five | 5-530pm | | :30 | | | NM | 3 | \$1,275.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTW---- | | | | 3 | \$425.00 | | | |
| 62 | WSFA | 12/04/17 | 12/08/17 | WSFA 12 News at Six - MF | 6-630pm | | :30 | | | NM | 3 | \$2,400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTW---- | | | | 3 | \$800.00 | | | |
| 63 | WSFA | 12/04/17 | 12/08/17 | ENTERTAINMENT TONIGHT | 630-7p | | :30 | | | NM | 2 | \$700.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MT----- | | | | 2 | \$350.00 | | | |
| 64 | WSFA | 12/04/17 | 12/08/17 | WSFA 12 News at Ten - MF | 10-1035pm | | :30 | | | NM | 3 | \$1,500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 3 | \$500.00 | | | |
| 65 | WSFA | 12/04/17 | 12/08/17 | Today in Alabama 5am | 5-530a | | :30 | | | NM | 2 | \$400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$200.00 | | | |
| 66 | WSFA | 12/04/17 | 12/08/17 | Tonight Show | 1035-1137pm | | :30 | | | NM | 2 | \$400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$200.00 | | | |
| 67 | WSFA | 12/04/17 | 12/08/17 | Late Night w/ Seth Meyers | 1137p-1237x | | :30 | | | NM | 2 | \$100.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 2 | \$50.00 | | | |
| 68 | WSFA | 12/04/17 | 12/08/17 | Today In Alabama | 6a-7a | | :30 | | | NM | 3 | \$1,050.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 3 | \$350.00 | | | |
| 69 | WSFA | 12/04/17 | 12/08/17 | NBC Today Show | 7-9am | | :30 | | | NM | 3 | \$780.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 3 | \$260.00 | | | |
| 70 | WSFA | 12/04/17 | 12/08/17 | Today in Alabama 530a | 528am-6am | | :30 | | | NM | 3 | \$750.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 3 | \$250.00 | | | |
| 71 | WSFA | 12/11/17 | 12/12/17 | NBC Today 2 | 9-10am | | :30 | | | NM | 1 | \$250.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 1 | \$250.00 | | | |

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| Contract / Revision | Alt Order # |
|---------------------|-------------|
| 1858711 / | 08870837 |

| Contract Dates | Product | Estimate # |
|---------------------|------------|------------|
| 11/30/17 - 12/12/17 | HIGHWAY 31 | 6109 |

| Advertiser | Original Date / Revision |
|----------------|--------------------------|
| ISS/Highway 31 | 12/07/17 / 12/07/17 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|-------|------|-------------------|-----------------|---------------------------|----------------|------|--------|-------------------|-------------|------|-------|----------|
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| 72 | WSFA | 12/11/17 | 12/12/17 | NBC Today with Kathie Lee | 10-11am | | :30 | | | NM | 1 | \$250.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 1 | \$250.00 | | | |
| 73 | WSFA | 12/11/17 | 12/12/17 | ALABAMA LIVE @ 11A | 11-1130Am | | :30 | | | NM | 1 | \$75.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 1 | \$75.00 | | | |
| 74 | WSFA | 12/11/17 | 12/12/17 | ALABAMA LIVE @ 1130AM | 1130A-12P | | :30 | | | NM | 1 | \$75.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 1 | \$75.00 | | | |
| 75 | WSFA | 12/11/17 | 12/12/17 | WSFA 12 News at Noon | 12-1230pm | | :30 | | | NM | 1 | \$250.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 1 | \$250.00 | | | |
| 76 | WSFA | 12/11/17 | 12/11/17 | WSFA 12 News at Five | 5-530pm | | :30 | | | NM | 1 | \$425.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$425.00 | | | |
| 77 | WSFA | 12/11/17 | 12/11/17 | WSFA 12 News at Six - MF | 6-630pm | | :30 | | | NM | 1 | \$800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$800.00 | | | |
| E 78 | WSFA | 12/11/17 | 12/11/17 | ENTERTAINMENT TONIGHT | 630-7p | | :30 | | | NM | 1 | \$350.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$350.00 | | | |
| E 79 | WSFA | 12/11/17 | 12/11/17 | WSFA 12 News at Ten - MF | 10-1035pm | | :30 | | | NM | 1 | \$500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$500.00 | | | |
| 80 | WSFA | 12/11/17 | 12/12/17 | Today in Alabama 5am | 5-530a | | :30 | | | NM | 1 | \$200.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 1 | \$200.00 | | | |
| E 81 | WSFA | 12/11/17 | 12/11/17 | Tonight Show | 1035-1137pm | | :30 | | | NM | 1 | \$200.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$200.00 | | | |
| 82 | WSFA | 12/11/17 | 12/11/17 | Late Night w/ Seth Meyers | 1137p-1237x | | :30 | | | NM | 1 | \$50.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | 1----- | | | | 1 | \$50.00 | | | |
| 83 | WSFA | 12/11/17 | 12/12/17 | Today In Alabama | 6a-7a | | :30 | | | NM | 2 | \$700.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 2 | \$350.00 | | | |
| 84 | WSFA | 12/11/17 | 12/12/17 | NBC Today Show | 7-9am | | :30 | | | NM | 2 | \$520.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 2 | \$260.00 | | | |
| 85 | WSFA | 11/30/17 | 12/03/17 | HARRY | 2-3p | | :30 | | | NM | 2 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---TF-- | | | | 2 | \$75.00 | | | |
| 86 | WSFA | 12/04/17 | 12/08/17 | NET Early Today ON | 4-430x | | :30 | | | NM | 2 | \$30.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWT--- | | | | 2 | \$15.00 | | | |
| 87 | WSFA | 12/11/17 | 12/12/17 | NET Early Today ON | 4-430x | | :30 | | | NM | 2 | \$30.00 |

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WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

| | | |
|--|--|--------------------------------|
| <u>Contract / Revision</u> 1858711 / | | <u>Alt Order #</u> 08870837 |
| <u>Contract Dates</u> 11/30/17 - 12/12/17 | <u>Product</u> HIGHWAY 31 | <u>Estimate #</u> 6109 |
| <u>Advertiser</u> ISS/Highway 31 | <u>Original Date / Revision</u> 12/07/17 / 12/07/17 | |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|----------|-------------|-------------------|-------------------|--------------------------|-----------------------|-----------------|---------------|-------------------|---------------------|-------------|-------|------------|
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | MT----- | | | | 2 | \$15.00 | | | |
| 88 | WSFA | 12/07/17 | 12/07/17 | NET NFL Thursday Game | 720-1030p | | :30 | | | NM | 1 | \$2,500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | ---T--- | | | | 1 | \$2,500.00 | | | |
| 89 | WSFA | 12/07/17 | 12/07/17 | NET NFL Thursday Pre-Gam | 630-730p | | :30 | | | NM | 1 | \$400.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | ---T--- | | | | 1 | \$400.00 | | | |
| 90 | WSFA | 12/06/17 | 12/06/17 | Wednesday Hour 2 | 8-9pm | | :30 | | | NM | 1 | \$600.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | --W---- | | | | 2 | \$600.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 2 | WSFA | 12/04/17-12/10/17 | Wednesday Hour 2 | 8-9pm | ---W----- | :30 | | \$600.00 | NM | | |
| Credited | | | | | | | | | | | | |
| 91 | WSFA | 12/09/17 | 12/09/17 | Saturday Hour 3 | 9-10PM | | :30 | | | NM | 1 | \$225.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -----S- | | | | 2 | \$225.00 | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | <u>Type</u> | | |
| | 1 | WSFA | 12/04/17-12/10/17 | Saturday Hour 3 | 9-10PM | -----Sa-- | :30 | | \$225.00 | NM | | |
| Credited | | | | | | | | | | | | |
| 92 | WSFA | 12/04/17 | 12/10/17 | Today In Alabama | 6a-7a | | :30 | | | NM | 1 | \$350.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | MTWTF-- | | | | 1 | \$350.00 | | | |
| 93 | WSFA | 11/30/17 | 11/30/17 | NET NFL Thursday Pre-Gam | 630-730p | | :30 | | | NM | 1 | \$500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ---T--- | | | | 1 | \$500.00 | | | |
| 94 | WSFA | 12/04/17 | 12/10/17 | WSFA 12 News at Six - MF | 6-630pm | | :30 | | | NM | 2 | \$1,600.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | ---TF-- | | | | 2 | \$800.00 | | | |
| 95 | WSFA | 12/02/17 | 12/02/17 | Saturday Hour 3 | 9-10PM | | :30 | | | NM | 1 | \$300.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----S- | | | | 1 | \$300.00 | | | |
| 96 | WSFA | 12/04/17 | 12/04/17 | Monday Hour 3 | 9-10pm | | :30 | | | NM | 1 | \$600.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | M----- | | | | 1 | \$600.00 | | | |
| 97 | WSFA | 12/03/17 | 12/03/17 | NFL Football | Sun720p-1030p | | :30 | | | NM | 1 | \$1,125.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | -----S | | | | 1 | \$1,125.00 | | | |
| 98 | WSFA | 12/04/17 | 12/04/17 | the voice | 7-9pm | | :30 | | | NM | 1 | \$1,500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | M----- | | | | 1 | \$1,500.00 | | | |
| 99 | WSFA | 12/05/17 | 12/05/17 | The Voice | 658-8pm | | :30 | | | NM | 1 | \$1,350.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -T----- | | | | 1 | \$1,350.00 | | | |
| 100 | WSFA | 12/01/17 | 12/01/17 | dateline nbc | 8-10pm | | :30 | | | NM | 1 | \$515.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ----F-- | | | | 1 | \$515.00 | | | |

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12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

| Contract / Revision | Alt Order # |
|---------------------|-------------|
| 1858711 / | 08870837 |

| Contract Dates | Product | Estimate # |
|---------------------|------------|------------|
| 11/30/17 - 12/12/17 | HIGHWAY 31 | 6109 |

| Advertiser | Original Date / Revision |
|----------------|--------------------------|
| ISS/Highway 31 | 12/07/17 / 12/07/17 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|---------------|------|-------------------|-----------------|---------------------------|----------------|------|--------|-------------------|-------------|------|------------|--------------------|
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| 101 | WSFA | 12/01/17 | 12/01/17 | dateline nbc | 8-10pm | | :30 | | | NM | 1 | \$510.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 11/27/17 | 12/03/17 | ----F-- | | | | 1 | \$510.00 | | | |
| 102 | WSFA | 12/05/17 | 12/10/17 | WSFA 12 News at Six - MF | 6-630pm | | :30 | | | NM | 1 | \$800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -TWTF-- | | | | 1 | \$800.00 | | | |
| 103 | WSFA | 12/09/17 | 12/09/17 | ET WEEKEND | 1203-103x | | :30 | | | NM | 1 | \$25.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -----S- | | | | 1 | \$25.00 | | | |
| E 104 | WSFA | 12/11/17 | 12/11/17 | WSFA 12 News at Six - MF | 6-630pm | | :30 | | | NM | 1 | \$800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/11/17 | 12/17/17 | M----- | | | | 1 | \$800.00 | | | |
| E 105 | WSFA | 12/08/17 | 12/08/17 | AHSAA Football | 7p-10p | | :30 | | | NM | 3 | \$1,515.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | ----F-- | | | | 3 | \$505.00 | | | |
| N 106 | WSFA | 12/09/17 | 12/09/17 | dateline sat night myster | 8-9PM | | :30 | | | NM | 1 | \$300.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -----S- | | | | 1 | \$300.00 | | | |
| N 107 | WSFA | 12/10/17 | 12/10/17 | LF SU 1130p-12x | 1130p-12x | | :30 | | | NM | 1 | \$100.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 12/04/17 | 12/10/17 | -----S | | | | 1 | \$100.00 | | | |
| Totals | | | | | | | | | | | 188 | \$65,575.00 |

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|---------------------|------------|--------------------|---------------------|--------------------|
| 11/27/17 - 12/12/17 | 188 | \$65,575.00 | (\$9,836.25) | \$55,738.75 |
| Totals | 188 | \$65,575.00 | (\$9,836.25) | \$55,738.75 |

Signature: _____ **Date:** _____

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REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 6: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP DEC7/17 12.25
*** CHANGES *** ** WSFA-TV ***

| :LINE# | :REP | :CD | :TIME PERIOD | :LGTH | :SEC | :RATE | :START DATE | :END DATE | :SPTS /WK | :WEEK INVT | :DAYS | :TOTL: :SPTS: |
|--------|------|-----|--------------|-------|------|-------|-------------|-----------|-----------|------------|-------|---------------|
| DEC/17 | | | 65575.00 | | | | | | | | | |

MARKET TOTALS \$159,939 WSFA 41% WNCB 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES
SVC- NSI
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

CONTRACT TOTAL 65575.00
TOTAL SPOTS 188

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 6: APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC7/17 13.27
*** WSFA-TV ***

ADV # _____ ADV. NAME ISS/HIGHWAY 31 REP. # _____ OFF. # _____ SALESMAN # _____
AGY # _____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE DEC7/17 13.27

REP: REVISED ORDER
ADDED LINE 107
PREVIOUS TTL \$65,475
REVISED TTL, \$65,575
\$100 WAS ADDED TO ORDER D/T LEFT OVER MONEY
PLS CONFIRM
THANKS JASMINE FOR RYAN

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

CON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION

CONTRACT TOTAL 65575.00
TOTAL SPOTS 188